

The management imperative

How to maximize cloud value

Excellent cloud management can make all the difference to your cloud strategy with a constant, consistent, trusted, and detailed approach key. This is where Fujitsu's Cloud Management Service (FCMS) becomes a good option.

FCMS is always active, almost invisible, always responsive, and mostly automated, delivering benefits across the three pillars of agility, resilience, and compliance.

Freeing your people to actively support your business through delightful experiences and service, empowering others, fostering innovation... the list just goes on! Here are the core benefits in focus, underpinned by the values of co-creation, constant cooperation, and trust.



Agility

Because FCMS takes care of your cloud infrastructure's end-to-end management and optimization, you're free to focus on creating and deploying new applications and solutions quicker. FCMS ensures that all elements of your cloud infrastructure are working together properly, and are orchestrated and visible. And the use of automated tools means that issues can be proactively identified and resolved quickly. Relying on Fujitsu's experts enhances your cloud's effectiveness by ensuring it is 'self-healing' and can constantly support your business.



Resilience

Constant and detailed cloud management is the catalyst for resilience, embedding attention to updates, patches, outages, and cyber security protection by design. With FCMS, the combination of integrated technology and automated tools alongside deep expertise is a key differentiator.



Compliance

Ensuring the right guidelines and guardrails are in place across systems and networks and utilizing AI to automate protection and reduce the noise of regulation overload. FCMS enables a compliance 'hygiene' foundation to be embedded by design, covering critical aspects such as patching and upgrades, which were often 'pushed back' during the pandemic.

Tips to support management optimization:

Ensuring cloud value

In my opinion, when you work in partnership with Fujitsu's Cloud Management Service you will be better placed to achieve a good return on cloud value by following these recommendations:



1

Trust the data your cloud gives you and apply it – If your data demonstrates an over subscription on your compute configuration, don't delay on making changes. Trust the data! Cut back and do it immediately. Optimize your cloud spend because as fast as you can ramp down, you can ramp up just as quickly, quite literally in minutes.

2

Start simple and carefully allocate resources – For example using reserved instances and making longer term commitments or spot instances for more dynamic workloads, can enable significant cost savings. A good mantra is to think Z-I-O – Zombie, Idle, Overprovisioned.

- **Zombie resources** – Nobody is using them. But if you don't have a tagging strategy you may not even know.
- **Idle resources** – If you don't use compute 24/7 (for example a test environment) you should take it down and not leave it idle and simply adding to cloud costs.
- **Overprovisioned resources** – reducing an instance by one size means you can cut costs by an eye watering 50%. (Unisys 2021)¹

3

Cloud visibility enables the best decisions – Cloud optimization tools provide more visibility for tracking expenses with dashboards and reports based on personalized criteria, alongside consolidation and planning of budgets month-over-month or over the entire year.

¹ <https://secureoutreach.unisys.com/SinkorSoarSixKeystoOptimizingYourCloudInvestment>

4

Use tools which afford active intelligence instantly –

Establish a Cloud FinOps; that's an operational framework and cultural shift which brings technology, finance, and the business together to drive financial accountability that helps leverage cloud transformation to achieve cloud value. You also need to practice and apply Cloud Optimization and AI enabled tooling to reduce manual efforts, for example predicting and automating the rightsizing of your instances considering seasonal variations. Auto scaling and self-healing infrastructure also helps to take the human out of the loop wherever possible and appropriate to do so.

5

Cloud management enables sustainability benefits –

Active Intelligence on Cloud Consumption can afford broader ESG impact notably reducing data waste and energy consumption. Ensure these metrics are integrated into daily operations to demonstrate shared values benefits and secure further buy-in to your cloud investment.

6

Think beyond infrastructure – Rationalize your application portfolio, modernize applications, and adopt cloud native paradigms for your cloud transformation to enable superior business outcomes and cost savings alike.





Modern enterprises need the right digital infrastructure

Society is rapidly becoming ever more connected. Every aspect of our lives – from work to leisure, family life to health and wellbeing, commerce to sustainable development – depends on digital connectivity of people, things, places, and organizations. That, in turn, all depends on a digital infrastructure. Great technologies seamlessly connected and securely operated by a trusted partner so that everything works every day. And that can evolve at the pace of social and technological change in dynamic markets and societies.

Fujitsu is committed to providing a digital infrastructure that is secure and seamless for everyone who depends on it.

Our Fujitsu Cloud Managed Services are a suite of services which reduce the complexity of managing your cloud infrastructure efficiently. They give you the freedom to empower talent within your business and provide great fulfilling experiences to your customers. They also enable you to drive sustainability, assure governance, and offer strong resilience while realizing business value at each step of your transformation journey.

This video sums it all up:



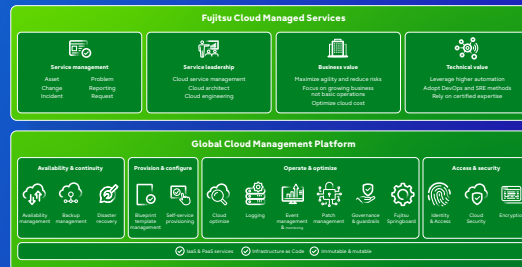
<https://www.youtube.com/watch?v=EwguOitokW>

A platform for true value

Fujitsu's Cloud Managed Services are designed to be empowering. We deliver the enhanced agility you need to drive and manage rapid change so that you can thrive in a world of change and constant disruption.

You are also able to optimize cost across all aspects of your business while operating safe in the knowledge that you are secure. That combination of benefits provides a solid platform for innovation and a relentless focus on enhancing customer experience.

Because we offer a global cloud-native managed service you get end-to-end support for your cloud environment. Our experts provide a seamless and secure service which helps you deliver increased value from great customer experiences founded on an underlying cloud management that's based on industry-leading DevOps automation.



That means you can:

- Cut the time you spend on basic operations
- Focus on driving innovation
- Leverage the power of automation to reduce costs
- Accelerate transformation
- Adopt DevOps and SRE methodologies to align with your specific organizational priorities
- Overcome the effects of a global skills shortages
- Adopt cloud best-practices

View the infographic on the next page

Fujitsu Cloud Managed Services



Service management

Asset
Change
Incident

Problem
Reporting
Request



Service leadership

Cloud service management
Cloud architect
Cloud engineering



Business value

Maximize agility and reduce risks
Focus on growing business
not basic operations
Optimize cloud cost



Technical value

Leverage higher automation
Adopt DevOps and SRE methods
Rely on certified expertise

Global Cloud Management Platform

Availability & continuity



Availability
management



Backup
management



Disaster
recovery

Provision & configure



Blueprint
template
management



Self-service
provisioning

Operate & optimize



Cloud
optimize



Logging



Event
management
& monitoring



Patch
management



Governance
& guardrails



Fujitsu
Springboard

Access & security



Identity
& Access



Cloud
Security



Encryption



IaaS & PaaS services



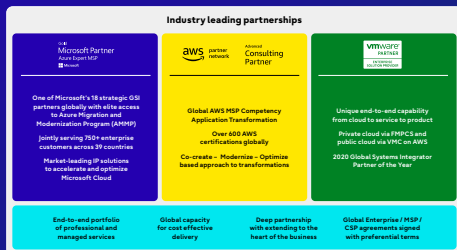
Infrastructure as Code



Immutable & mutable

Benefit from our global industry leading partnerships

We work with the world's leading players to offer you an end-to-end portfolio of professional and managed services. You get access to a global capability which achieves cost-effective delivery and forms the basis of a partnership that extends to the heart of your organization. You also benefit from Global Enterprise, MSP and CSP agreements signed on preferential terms.



See enlarged infographic

Industry leading partnerships

Gold
Microsoft Partner
Azure Expert MSP


One of Microsoft's 18 strategic GSI partners globally with elite access to Azure Migration and Modernization Program (AMMP)

Jointly serving 750+ enterprise customers across 39 countries

Market-leading IP solutions to accelerate and optimize Microsoft Cloud



Advanced
Consulting
Partner

Global AWS MSP Competency
Application Transformation

Over 600 AWS
certifications globally

Co-create – Modernize – Optimize
based approach to transformations



Unique end-to-end capability
from cloud to service to product

Private cloud via FMPCS and
public cloud via VMC on AWS

2020 Global Systems Integrator
Partner of the Year

End-to-end portfolio
of professional and
managed services

Global capacity
for cost effective
delivery

Deep partnership
with extending to the
heart of the business

Global Enterprise / MSP /
CSP agreements signed
with preferential terms